



KLEOS

The Magazine of Alpha Phi Delta

WINTER 2007

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Photo by Bill D'Amico



ROAD TRIPS: Youngstown Hosts Two Chapters During Fall

Brothers at Beta Omicron (Youngstown) hosted brothers from Chi (Penn State) for their fall initiation on December 3rd (pictured above). Beta Omicron also hosted brothers from Beta Rho (Gannon) September 30th. Fraternity road trips are usually great memories from undergraduate years.

THE KLEOS

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PRESIDENT'S MESSAGE

Here Is To a New Year!

BY EVAN SOTTOSANTI, NATIONAL PRESIDENT



I am happy to say that we are off to another great school year. Pledge numbers are up and we have 4 expansion leads that look very promising. These leads do not include the reactivation projects taking place at Fordham-Rosehill and Rutgers- Newark currently. So, it seems that if all of these leads and reactivations pan out, we can see a nice increase in the number of chapters. However, on the down side, there are a few chapters that are flirting with closing unfortunately due to their dwindling numbers. I know the district governors are working with those chapters to try to increase membership and assess their recruiting programs.

On another note, our new insurance plan is in place as of October 12, 2006, which includes the Membership Accident Protection Program for all of our undergraduates. This is a new benefit to the undergraduates and hopefully none of them will ever have to call upon it.

We are going to try to work more closely with our apparel manufacturer, Spirit Recognition, to create some new items for people to purchase as well as to make sure that they are a continued presence at our events.

As we enter the New Year, we are making a concerted effort to make sure there is 100% compliance with the new procedures in place. Part of that includes record-keeping. Our record-keeping will be more efficient and easier to comply with thanks to the database and website that will allow for this. As I have said in the past, I want to take some of the burden off of Central Office for several reasons. The first is that we want to make this position attractive to people and less time consuming. The second is that we want to diminish the mistakes that can be made via transcribing illegible handwriting. The third is that I want the district governors to be more hands on with the transfer of information from the chapters to Central Office. With that said, I have to give kudos to our district governors. They have been doing an outstanding job and have taken on many of these responsibilities already. With all that said, it still takes someone to enter the data. Based on the compliance rate of our chapters in returning forms, it is pathetically low. Once the database is in place, the chapter president can log on to any computer and fill out Form C online at the beginning of the school year. No more paperwork to fill out and mail in. Everything we are trying to accomplish is to make it easier for the members of Alpha Phi Delta to keep their information up to date and for the officers to do their jobs more easily.

The officers of Alpha Phi Delta have been working extremely hard this year with all of the changes and really have acclimated themselves quite well. I want to thank them for all of their support and initiative in accomplishing a lot of our goals. They really have been an integral part of the process and many of our decisions have been made by committee.

All in all, we have made some radical changes in the way we operate. These changes should serve us well now and into the future. Our ability to think outside of the box and to not be bogged down in the "this is the way we have always done it" mentality has allowed us to explore new opportunities and streamline our processes, which will allow us to concentrate our resources and money into more membership oriented services.

Again, I would like to take this opportunity to personally thank all of our officers that have done such a great job during this time of transition. Enough can't be said about their desire to make Alpha Phi Delta successful and poised to increase our membership.

I hope everyone had a great holiday and that we all have a safe and prosperous 2007.

FOUNDATION MESSAGE

The Foundation and Its Mission

BY PAUL FABRIZIO, PSI 1963, FOUNDATION CHAIRMAN

History

The Alpha Phi Delta Foundation was founded in 1980. Its creation was due to the creative and inventive thinking of Bro. Tony Carfang and Bro. Michael Zerega. However, even though we are entering the 27th year of existence, we find that there are many brothers who have no concept of the Foundation and its mission. While many know about the Scholarship Division because it has been awarding scholarships to deserving students since 1975, there is still little awareness of the General Division.

Function

The General Division of the Foundation, which currently consists of a nine-member board, is charged with assisting in the funding of educational, cultural and philanthropic efforts of Alpha Phi Delta Fraternity. This has usually been accomplished through the awarding of grants to the Alpha Phi Delta Fraternity when a request for funding was made. These grants have helped in the funding of various Leadership Conferences where the brothers are taught about Risk Management, Fiscal Responsibility and Leadership Qualities. Funds have also been granted to assist in the publication and mailing of *The Kleos*, the fraternity magazine.

Kleos Fund

The National President, Bro. Evan Sottosanti, approached the Foundation Board, almost two years ago, with a request that the Foundation take over complete funding of the publication and mailing of *The Kleos*. This was during the time when the Fraternity was having much difficulty in funding their insurance program. The Board voted in favor of the request and thus *The Kleos* has become the sole responsibility of the General Division of the Foundation. *The Kleos* editor, Bro. John Russo, is currently completing three (3) issues a year. The printing and mailing of *The Kleos* costs the Foundation between \$21,000-\$25,000 a year. In order for the

Foundation to raise enough funds to do this, we estimate that an endowment of \$450,000 will be necessary. The Foundation Board has voted to establish a *Kleos* Fund, similar to the Scholarship Fund, as a separate entry in its fundraising efforts. The monies raised for this fund will be treated the same as those for the Scholarship Fund, where the interest earned will be used to fund the costs. The current balance in *The Kleos* Fund is about \$20,000. Now, how do we get the rest of the funds necessary to pay for *The Kleos*?

You should have recently received the annual request for donation form from Bro. Tony Carfang within the past month. Please consider making a generous donation to the Kleos Fund by returning the form to Bro. Carfang. A second and very painless way of supporting *The Kleos* Fund is through the use of the

new Alpha Phi Delta credit card from MBNA/Bank of America. Please be aware that the prior MBNA credit card, that had been in use for a number of years, is no longer paying a premium to the Foundation. It has been replaced by a new American Express card or VISA card that can be secured over the internet by going to www.apdscholarship.org. Both of these cards are World Points cards for which you will receive a point for each dollar spent while the Foundation *Kleos* Fund receives 20 basis points for each dollar spent. The best part of the deal is that the Foundation will receive \$40 for each card secured in this method. You only have to use the card within 90 days of receiving it and pay your bill for the Foundation to receive the \$40. It is a win-win situation. You get the points while the Foundation *Kleos* Fund also grows. There are over 11,000 brothers receiving *The Kleos* and I am sure they enjoy keeping up on the news of the fraternity and its brothers. Just about everyone I know has at least one credit card. Why not get the Alpha Phi Delta Credit Card and help the Foundation meet its goal of totally funding *The Kleos*. Thank you, brothers. *Faciamus!*

Kleos Fund Established

The General Division of the Alpha Phi Delta Foundation has voted to establish a *Kleos* Fund similar to the Scholarship Fund. There are currently three (3) *Kleos* issues per year and each consists of sixteen (16) pages. The cost for printing and mailing one *Kleos* is about \$8,000. This comes to about \$500 per page. The Board has proposed that a donation of this amount will get the donor's name published on one page of one issue of *The Kleos*. The donation will also be able to accumulate with future donations that eventually grow to \$10,000. When this occurs, a person/organization will be able to have a page in one issue of *The Kleos* printed in his name in perpetuity. A donation of \$10,000 will have a person/organization name printed on one page of one issue of *The Kleos* in perpetuity. Please consider a donation to *The Kleos* Fund of the General Division so that we can all continue to enjoy reading *The Kleos* for many years to come.

NEW ALPHA PHI DELTA CREDIT CARD SHOW YOUR FRATERNITY PRIDE!

Celebrate the history and tradition of Alpha Phi Delta. Apply today for the Alpha Phi Delta Foundation Rewards American Express® Card from MBNA. Learn more or apply securely online today through the link on our website at www.apdscholarship.org.

This page sponsored by The Pittsburgh Alumni Club through a generous donation to the Foundation.

ALUMNI GATHERINGS

New York Holds Christmas Dinner Dance

On Saturday December 2, 2006, the New York Alumni Club hosted the NYC District Christmas Dance. It was held at Concetta's Restaurant in Brooklyn, NY. The dance was a fixture in the NYC area from the 1920's until the early 1990's and annually drew close to 500 people. The dance was restarted four years ago. This year, the district committed itself to "Return to the Glory Days" and get the

dance's prestige back. This was a total success as over 90 people showed up including National President Evan Sottosanti and National Chaplain Fr. James Lentini. Four brothers and their dates took the 3 hour drive from Delta Delta (Wesley College) and joined the festivities. The district also brought back a journal book which raised almost \$3,000 for the undergraduate chapters. The National Award winners were presented with their plaques as well. I would like to personally thank all those who supported the event especially the New York Alumni Club. Christmas Dance 2007—Saturday Dec 1, 2007—Be There! Chris Mancusi—NYC District Governor



Photo by Chris Mancusi



Photo edited by Alex Franki

Several New York Alumni Club brothers and wives posed in front of the old 3rd District Banner at the NYAC Christmas Dinner. Back row from left: Mike Cecilian (partially cut off), Alex Franki, Evan Sottosanti, Fr. Jim Lentini, Frank DiMaria, Mike Young, Danny Palazzo, Paul Jashonic. Middle row from left: Vlad Camacho, Anthony Saraceno, Deidre Franki, Nick Franki, Janice Onrysuck, Dottie and Al Palazzo, Rob Landi, Chris Mancusi. Bottom row: Rob DeMartini, Paul Zammit, Aldo Del Sorbo and PK Young.



Photo edited by Alex Franki

Dottie and Al Palazzo with District Governor Chris Mancusi cut the cake which honored the Palazzos for their tireless devotion to the Christmas dance and recognized them as Christmas Dance Chairmen for life.



Photo edited by Alex Franki

Nick Franki, Chris Mancusi and Alex Franki celebrating the best attended Christmas dance in 15 years.

ALPHA PHI DELTA SCRAPBOOK

Photo by Len Farano



Eta Chapter (CCNY) brothers and their wives celebrated their annual Columbus Day Luncheon at Russo's On The Bay in Howard Beach, Queens on October 10th enjoying an afternoon of fine food and fantastic memories. Organized by former Third District Governor brother Gaspar "Gep" LaSala, Eta '44, and his wife Connie, the event attracted brothers representing eight decades of Alpha Phi Delta brotherhood including 92-year young brother Joe Randazzo, Eta '34, who drove sixty-four miles from his home in Ridge, Long Island to attend. Brother Al Palazzo was honored for a Lifetime Achievement Award for his efforts to extend the breadth and scope of Alpha Phi Delta. A moment was taken to remember Stan Raffa who passed away last year and who, along with Al, contributed so much to our fraternity.

CORRECTION:

(The Kleos apologizes for inadvertently using the wrong picture on page 11 of the last issue. This picture goes with the caption that was printed.)



Eta reunion attendees: at the March 2006 Florida reunion (standing from left) Tom and Nancy Scali, Larry and Ginny Valente, Ron Bovè, Joe and Rose Marie Panebianco, John Gerardi, Terri Potenza, Len Farano, John and Debbie Brincko, Tom Potenza, Chuck Caputo. Seated (left to right) Bea Bovè, Gloria Gerardi, Marie Farano, Barbara Caputo, John and Louise Barbaro.

Pittsburgh AC Holds Annual Dinner Dance in November

Photo by Leon Panella

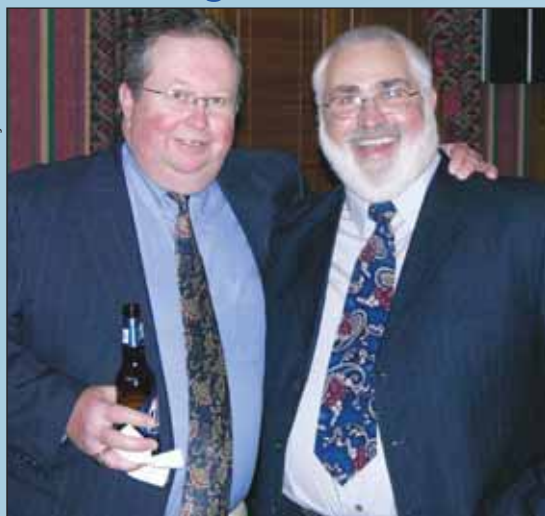


Photo by Leon Panella

Photo by Leon Panella



The Pittsburgh Alumni Club held its annual dinner dance on November 11th at Chartiers Country Club in Pittsburgh. Above are scenes of fraternalism being shared. ABOVE: Lefty Armenti, Dick Mellick, John Orlando and Fran Prezioso, all Psi men, relive school days from the fifties; TOP LEFT: Cal Shipley and Jim Miller were undergrads together in the early 1970s and are seen catching up after not seeing each other for over 25 years; LEFT: Len Oddo, Vito DiSalvo (on break as he played in the band), and Ron Gasbarro share a toast.

SCHOLARSHIPS

Scholarship Award Winners



Ron Repak, *Psi 2005*, right, received the new Fabrizio Family Scholarship and was congratulated at the Hershey Convention by the scholarship donor, Paul Fabrizio, *Psi 1963*. Ron is in his senior year at Duquesne University. He is a political science major and has served as president of his nine member pledge class and as chapter secretary. Ron has done extensive work with underprivileged families. He plans on attending law school after graduation.



Stephanie Hadgkiss, daughter of Beta Rho alumnus John Hadgkiss, received the Pittsburgh Alumni Club Scholarship for \$1500. Stephanie attends the University of Pittsburgh School of Law where she is a member of the Law Review. In addition to her academic achievements, Stephanie wants to be an active and committed member of the Pittsburgh community. She serves on the board of directors of a new ballet company in Pittsburgh.



Mary Dalton with her brother and sponsor, Marty Panariello, *Gamma Pi*. Mary won the Richard Rau Scholarship and attends Rutgers University where she is a nursing major. Mary is the middle child of a nine child family. She helped raise her younger siblings when her mother passed away. Mary returned to school last year after her corporate position was eliminated by downsizing.



Christina DiCarlo with her sponsor, her great uncle Albert Yannon, *Xi*. Christina was awarded the top scholarship, the Alpha Phi Delta Award of \$2400. She maintains a 4.0 grade average in molecular biology at Washington and Jefferson College.

Alpha Phi Delta Scholarships are open to all brothers and their family members. Applications for 2007 will be available on-line at www.apdscholarship.org. Awards in 2006 ranged from \$600 to \$2400.

The Scholarship Fund is a division of Alpha Phi Delta Foundation Inc. a 501(c)(3) charitable corporation. Scholarship funds are managed and maintained separately from the general funds of the Foundation. In order to support an annual scholarship fund must have a balance of at least \$10,000.

The Scholarship trustees are Richard Angelica, Dr. Santo Barbarino, Ronald Sme, Anthony Carfang, (Development Director) Dr. Jerome Cashman, Paul Fabrizio, Charles Fiore Esq. (Chairman), Richard Primiano C.P.A. (Treasurer), John Hadgkiss, and Anthony Thomas.



Daniel Vuchenich with his sponsor and father, Milan Vuchenich, *Beta Theta 1970*. Daniel wrote to *The Kleos*: "Thank you very much for the 2006 APD Scholarship sponsored by the Steubenville Ladies Auxiliary. This scholarship is even more meaningful because my father grew up in Steubenville and was also chapter president. I will be graduating in May 2007 from Purdue University with a Bachelor of Science degree in Electrical and Computer Engineering Technology."

This page sponsored by The New York Alumni Club through a generous donation to the Foundation.

SCHOLARSHIP NEWS



(L-R): Meredith Calfe, grandpa Tony and Jacqueline Steiner



Marissa Calfe with grandfather Tony in Italy.

Tony Iole, *Psi 1949*, is the proud grandfather of three granddaughters who won APD scholarships in 2006. **Meredith** graduated from Bucknell in 2006 with a degree in economics and is now a first year law student at the University of Pittsburgh. She received the Frank Costanzo Award. **Jacqueline** is a sophomore at Carnegie Mellon University where she is majoring in economics. She received the Adam DiVincenzo Award. **Marissa Calfe** is studying at the University of Bologna on a transfer from Dickinson University. She received the A. Joseph Creston Award.



Bernadette Sperrazza is surrounded by her brothers Stephen and Nicky Sperrazza, both from the Beta Eta chapter. Bernadette received the Eta Chapter Memorial Scholarship/Armand DeRosa Award. She is a business major at Pace University. She was involved in the Adopt a Grandparent Program visiting shut-ins and performing at nursing homes and has assisted Beta Eta chapter with many of its events.

This page sponsored by Sam Galasso, Beta Delta 1960, through a generous donation to the Foundation.

Mauriello Scholarship Established

Louis J. Mauriello, born on September 4, 1915 in Brooklyn, New York received his bachelor's degree in civil engineering from the City College of New York in 1936. At City College, he excelled academically and pledged Alpha Phi Delta fraternity forging lifelong friendships with the brothers of his pledge class. He received a post graduate degree from New York University in 1944. Employed by the U.S. Army Corps of Engineers from 1935, he retired as chief of the Marine Division in 1973. He served as the secretary of the Dredge Board from 1957 to 1964, vice chairman from 1964 to 1971, and chairman from 1971 to 1973. After his retirement from the Corps, he joined John J. McMullen Associates, Inc. as technical assistant vice president of engineering. He also served as a consultant for Dredge Technical Corporation until 1995. Louis took great pride in his professional achievements throughout his life. He was honored with many awards, including a Meritorious Civilian Service Award from the U.S. Army Corps of Engineers. He was a member of the Society of Naval Architects and Marine Engineers, the National Society of Professional Engineers, and the World Dredging Association.



Lou Mauriello in 2002

Louis married Stephanie Tartamella in 1939. They had four children. She died in 1957. He married Jean Ruisi in 1961. She predeceased him in 1997. Louis passed away October 27, 2005.

His four children, six grandchildren and eight great-grandchildren remember a very proud father and grandfather who always gave generously of his time, talent, and treasure. The Louis J. Mauriello Scholarship Fund was established by his family in 2006 to inspire deserving students to continue to honor his legacy of personal excellence, stellar professional achievement, and dedication to hard work.

More Scholarship Opportunities

The Brother Camillus Casey Scholarship is being established to honor the memory of Brother Camillus, our former National Chaplain and moderator of Beta Sigma Chapter. This year is the 25th anniversary of his passing. Through an innovative arrangement between the Scholarship Foundation and St. Francis College, when fully funded, this will be our first **full tuition scholarship**. Only Alpha Phi Delta brothers or family members attending St Francis College will be eligible for this full scholarship. Alumni of Beta Sigma chapter are currently organizing a fundraising effort to bring this to fruition.

Johns Hopkins University, in conjunction with the Alpha Phi Delta Scholarship Foundation, is now taking applications for the Dr. George M. Santangelo Fellowship. This \$8,000 scholarship was established in memory of Dr. George Santangelo, Eta 1934, by his daughter, Mrs. Georgia Derrico. It supports Alpha Phi Delta brothers and family members enrolled in John Hopkins School of Advanced International Studies. Visit www.apdscholarship.org for the application which is due in January of each year.

UNDERGRADUATE SCRAPBOOK

APD brothers at the Beta Iota induction for Delta Theta chapter at Marist College, which took place on December 2, 2006. Including the new inductees, the chapter has a total of 22 brothers. The chapter will be celebrating its 15th year at Marist with a reunion party and celebration held at the Villa Borghese, located in Fishkill, N.Y. on April 13, 2007. If any alumni are interested in attending, please send an email to ApdHouse@gmail.com.



Photo by Karl Minges

Photo by Leon Panella



Psi Chapter at Duquesne University held its fall pledge class induction on November 9, 2006 at an Italian restaurant in Pittsburgh. The chapter brought in four new brothers. The induction was conducted by National Vice President Doug Sundo and District Governor Tom Rock. The initiation was followed by a dinner hosted by the Pittsburgh Alumni Club. All attendees except for the photographer Leon Panella are shown in the picture to the left.

On November 5, 2006, the brothers of Gamma Sigma got together for a day dedicated to the fraternity. The day started out with a Sunday "Italian dinner." The dinner was prepared by the pledges at brother Pawel Jasioneck's house. Over 25 people were in attendance. The Iota class pledges started off by reciting the "Alpha Phi Delta Prayer" in unison. Between dinner and dessert the Gamma Sigma chapter and association held meetings. Toward the end of the chapter meetings, the alumni joined the undergraduates and offered helpful advice. It was a wonderful way to celebrate the 92nd anniversary of Alpha Phi Delta.

Kevin Storberg was initiated as the 99th brother into the Gamma Kappa chapter last summer. This is the first summer pledge class for Gamma Kappa since 2001. The brothers are celebrating the 20th anniversary of the chapter in February.



Photo by Chris Mancusi

UNDERGRADUATE SCRAPBOOK

Photo by Bill D'Amico



Beta Omicron brothers (Youngstown) dressed up for the grand reopening of the Eastwood Mall in Niles, Ohio. The mall is operated by Cafaro Corporation, which is owned by Beta Omicron alumnus Tony Cafaro. The brothers assisted by checking coats and patrolling the mall as a fundraiser for the chapter.



Photo by Chris Mancusi

The New York City chapter presidents gathered to make plans for the 2006-2007 academic year. The brothers met at the home of District Governor Chris Mancusi in Staten Island, NY on Sunday, August 13th.

Photo by Fr. Jim Lentini



Delaware Valley District meeting was held at Stockton State College (Gamma Mu) on Monday, October 30th. After the meeting the brothers in attendance (from three chapters) gathered for this photo, many of them holding their brotherhood shingles which were given out at the meeting that evening.



Photo by Chris Mancusi

The newly formed Upstate NY district gathers for a picture with District Governor Robert Landi, Gamma Sigma '02. Landi was an assistant governor in NYC as well as the VP for Member Education. Although he lives 3 1/2 hours away from his nearest chapter, he has volunteered to take the position. The Beta Iota (Utica College) and Delta Kappa (SUNY Binghamton) brothers had the district meeting at the Delta Kappa chapter house. This is the first "district meeting" in a long time. The brothers are geared to have a break-out year.

Photo by Ryan Carlisle



The entire Beta Rho chapter (Gannon) with their advisor (Miles Vida in the center with keys on his belt) after they completed a presentation to the Greek community on risk management September 28th. First row left to right: Jorel Buffa, John Harder, Michael Resurreccion, our advisor Miles Vida, DJ Givner, and Jeff Kurek. Second row: Alex Kunkle, Evan Yadeski, Danny Sanchez, Bard Deslauriers, and Brett McCorkle. Top row: Justin Washington, Scott Walters, and Ryan Carlisle

Photo by Ryan Carlisle



Beta Rho chapter doing community service on September 16th at a local faith based center for after school kids in Erie. Pictured front row from left to right are: Michael Resurreccion, Danny Sanchez, Jorel Buffa, Brad Deslauriers, and Jeff Kurek. Back row are Evan Yadeski, Ryan Carlisle, DJ Givner, and Justin Washington.

DISTINGUISHED ALUMNUS

PNP Carfang Motivates Undergrads

Anthony J. Carfang, Psi 1969, past national president of Alpha Phi Delta, was honored by his alma mater, Duquesne University, in 2006 with the Distinguished Alumnus Award. At the presentation, Tony also made a keynote address to the graduating class of the business school. The Kleos felt that Tony's message could pertain to all Alpha Phi Delta undergraduates and alumni.

Today we are here to talk about success. I would like to share four specific ideas that have been critical to my own career development. I have also observed these traits in others who have enjoyed successful careers.

As I was preparing for this presentation, it occurred to me that one of the great things about success is that it's not a zero sum game. We can all enjoy success. No one is required to fail so that another person succeeds.

Personally, as I look out into the audience today, I see one of the truest measures of my own success—enduring relationships. My parents, my family, and Carol—my wife of 32 years—are all here to support me today. My fraternity brothers from 35 years ago are here today. My business partner for over 25 years is here today. My friends from the Pittsburgh business community are here. To a large extent, that's the best measure of success. Those enduring friendships are every bit as important as money, power, status or celebrity.

Now, moving specifically to the topic of success in the business world, let me share with you four catch phrases that capture the ideas we're going to talk about today. They are:

Success is a state of mind. You are what you think.

It's not what you know, but who you know. Wrong.

Fortune favors the brave.

Success is contagious.

Let's examine each of these.

Point 1: Success is a state of mind. You are what you think.

Following graduation from Duquesne, I went on for my MBA at Northwestern. At that time, Northwestern was the No. 3 business school in the country and literally trained the grandchildren of founders of Fortune 500 companies. The student body was comprised of individuals who had their bachelor's degrees from schools like Harvard and Yale and Princeton.

I had serious reservations about going to Northwestern. Could I play in that league? Was I as good as them? Was I reaching too far? Could I succeed there? Fortunately, my parents were

very supportive. Carol insisted that I go. And a fraternity brother, Tony DiGirolamo, was also going out for the program with me. So I decided that I'd give it a shot.

On the day we arrived, my worst nightmare was confirmed. As we were meeting some of our classmates, one individual whom I'll refer to as A. Carter Donaldson IV, introduced himself, or I should say, announced himself rather pompously. When I failed to kiss his ring and show the proper respect, he very carefully explained to me that he was of the Scarsdale Donaldsons so as to

help me understand his pedigree. I thought "Oh, brother. What did I get myself into?" I was tempted to fire back that I was of the Delmont Carfangs lest he confuse me with my cousins from Turtle Creek.

But everything changed once classes started. My fraternity brother Tony and I tested out of two full quarters of the program, and soon found ourselves with the second-year students. It's an incredible statement to the strength of Duquesne's undergrad program that Tony and I could effectively shortcut a full year at one of the top business schools in the world. In fact, we both went on to graduate with highest honors.

Those questions we had, "Can we play in their league?" seemed so misplaced in retrospect. WE were the league, and they were trying to keep up with us! It was the self-con-

fidence we gained from that experience—knowing that we were every bit as good as the "best and brightest"—that gave us the fortitude to aggressively pursue our ambitions.

We also learned a lot from the attitudes of our classmates and the faculty. Up to that point, our idea of a career plan was to get our degrees, work hard, and stay out trouble. If we did that, there was no telling how far we could go. That way of thinking couldn't have been further from their prevailing attitude. Their approach was, "Oh, you want to be a CEO, no problem, we'll teach you that, if it's really what you want to do. But, if there's something else you'd rather do, we'll teach you that, too."

Let me give you a more recent example of success as a frame of mind. Last summer, Carol and I had the opportunity to listen as our son's incoming freshman class was welcomed at West Point. I will never forget the opening line from one of the presentations: "Today we begin our 209th year of training the pre-eminent leaders of the Free World." Now that's attitude! And it works.

My favorite example is a recent Freudian slip attributed to Alan Greenspan. At one of his retirement parties, he is reported



Anthony J. Carfang, left, with Dr. Charles Dougherty, President of Duquesne University.

DISTINGUISHED ALUMNUS

to have said that in his 19 years as chairman of the Federal Reserve, he was privileged to have had four sitting presidents of the United States serve under him. You are what you think.

Point 2: It's not what you know, but who you know. WRONG!

It is absolutely about what you know. What you know gets you out of the starting gate quickly. The knowledge you gain here at Duquesne will get you recognized and lead to a series of early successes and career momentum. That is very important. Having said that, more is required. One of the important things I learned at Duquesne was how to continue learning. I learned how to think. I learned how to seek knowledge. And success requires a lifetime of continued learning.

I can say without exaggeration that at least 50% of the knowledge I need in order to achieve my 2006 business objectives, I learned within the past 10 years. And 10 years ago, I could have made that very same statement. So, had I not continued to learn, my career would have plateaued 20 years ago.

Now let's turn to the "who you know." There are two kinds of "who you knows." The first are the "connections" and I'm not going to lie to you—the chairman's niece is definitely going to get a great job after school. So what? To use a football analogy in this Super Bowl championship city, those people have five plays to make a first down while the rest of us only have four. However, the need to stay competitive in a global economy and the pressure to create shareholder value have significantly impacted today's business climate. In five years, if it still takes five plays for people like the chairman's niece to make a first down, they are on the sidelines. WE are still on the field.

The second "who you know" is far more important. It's your own network. It is critical that you aggressively develop and nurture your own network—both inside and outside your company, in your professional associations, at conventions, in your community, in your church. These are all sources of contacts. If you cultivate them properly, they become your safety net. More importantly, they are your source of energy, strength and inspiration as you progress along your career.

Point 3: Fortune favors the brave.

In addition to being a title from the opera Aida, this was also the motto for my father's unit during the Battle of the Bulge in World War II.

In your finance classes, you learn about the tradeoff between risk and return in the investment world. You earn higher returns by taking more risk. If you want to limit risk, you have to give up some potential return. In the area of career management, this is even more the case.

I've observed over the years that most people strive to limit the downside risk in their careers. They sacrifice some potential return. Those excess returns are left on the table for those few people who choose to take a risk.

Now by taking risk, I'm not necessarily saying to start your own business or put substantial capital on the line. I'm talking about what you can do in ANY job. It's about being accountable, taking on tough assignments, taking responsibility and having a point of view. From time to time, step outside your comfort zone. Take on special challenges and assignments. You'll find with the tools you've acquired here at Duquesne University,

those risks aren't nearly what they might seem at first. You DO have the skill set to succeed at those challenges.

Point 4: Success is contagious.

Henry Kissinger once said that success is simply an admission ticket to the next greater challenge. I would add that tackling that next greater challenge leads to the next greater level of success. As you tackle tougher and tougher challenges, you are achieving greater and greater successes. That's how you climb the career ladder. In a very real sense, it almost becomes self-fulfilling. People expect you to be successful—and therefore you are.

Let me illustrate. After a series of successes, I may tackle a project and the outcome does not meet expectations. Everyone around says, "Wow, that project was so difficult not even Tony could figure it out." Nobody says that I failed. It's like you get a free pass once you get the track record.

You're going to graduate in a few weeks. Remember that from that point forward, everything you do will have Duquesne's signature on it. Your successes will contribute to the university's continued success. That will further enhance the value of your own degree. It's a virtuous cycle. As you are enjoying your successes, and as those successes are publicized, those press clippings will all say "graduated from Duquesne University." Some executive may see a series of press clippings and decide to begin recruiting at Duquesne recognizing that Duquesne alumni are successful. A grant administrator may read those same clippings and decide Duquesne gets the grant instead of some other university. Your success is leading the university to even greater success, and you can certainly see how that becomes a virtuous cycle.

So those are my four themes.

So now let me summarize.

Think about these four points in terms of a career timeline. You will graduate in May and the first thing you need to do is to take on a "success" frame of mind. Don't just hope for success. Expect success. Then, leverage the "what you know" to get off to a fast start and begin building your own "who you know." Begin cultivating your network. With that foundation in place, turn it up a notch and take some risks from time to time. Move out of your comfort zone and take on some tougher challenges. And finally, as you succeed in those challenges, use each success as a stepping-stone for the next greater challenge and the next greater success. And never forget that it all started at Duquesne University.

Anthony J. Carfang is the founding Partner of Treasury Strategies, Inc., a management consulting firm serving corporations and financial institutions. The firm is recognized around the globe as a thought leader in treasury, liquidity, payments and working capital management. Treasury Strategies consultants have been developing creative and actionable client solutions since 1982.

Tony received his MBA from Northwestern University, following his BS from Duquesne University. His career in treasury management includes experience as a vice president in the cash management-consulting group of the First National Bank of Chicago. He is a frequently published author in a number of national financial journals, and a well-recognized public speaker in this arena.

ALUMNI SCRAPBOOK

The Brooklyn Alumni Club held their annual golf outing on September 10. Golfers pictured at right are Joe Logozzo, Joe Narciso, Peter Gaudioso, Mike Iacovelli, Mike Manniello, John Palamarik, and Zeke Parmegiani.



Photo by Mike Iacovelli

Photo by Bob Rini



Three brothers from Eta Chapter met in central Florida in mid-June to celebrate the fiftieth wedding anniversary of Joe Bocchiario's sister, Estelle and her husband, Fred. They spent a great weekend together partying and reminiscing about their days at CCNY and congratulating Fred on his recent retirement. Joe lives in upstate New York, Fred in northern New Jersey and Bob in central Florida. From left to right: Bob Rini (Eta 1951), Eunice Rini, Charlotte Cataneo, Fred Cataneo (Eta 1953), Chris Bocchiario, Joe Bocchiario (Eta 1952).



Photo by Danny Thomas, Jr.

Judge Joseph Donofrio (Beta Omicron 1953) was honored as the Italian Man of the Year at this summer's Greater Youngstown Area Italian Fest for his contributions to the Italian American community. Among those paying tribute was Struthers, Ohio mayor Dan Mamula (Beta Omicron 1962). In his remarks, Mayor Mamula praised the judge for the many contributions he has made in both his public and private life, stating, "Through all of the things he has accomplished and the many successes he has achieved, Judge Donofrio has always remained a humble man, which to me is the mark of true greatness."

Photo by Pete Gaudioso



Theta Beta alumni met at an after-work get-together in midtown Manhattan in October. Pictured from left to right are: Sam Khoury, Bryan Grimaldi, Pete Gaudioso, Tony Zumbo, Joe Logozzo and Anthony Buffalano.



Brother Vadim Fuchs, Gamma Rho 2002 (Baruch College), has been serving with the Marines in Iraq. He was sent an APD flag by his brothers in Gamma Rho and snapped this photo for his brothers back in the United States.

ALUMNI SCRAPBOOK

Photo by Leon Panella



Santa and Mrs. Claus (Leon Panella, Psi 62 and his wife Karen) for 16 years have been working with "Ronald McDonald" at Christmas to bring smiles and laughter to the residents of the McGuire Memorial Home in New Brighton, Pa. The McGuire Home is a ministry entrusted to the Felician Sisters of Pennsylvania by the Diocese of Pittsburgh. Forming a joy-filled community of Christian believers, McGuire Memorial is committed to providing comprehensive services to people with mental and physical disabilities that may include complex medical conditions, and to offering support services to their family and caregivers. Donations can be sent to McGuire Memorial, 2119 Mercer Road, P.O. Box 48, New Brighton, Pa. 15066.

Photo by Pete Gaudioso



Long-time manager and shortstop Joe Caldarella (Beta Sigma '73) presents James Rattigan (Gamma Zeta '94) with the 2006 Rookie of the Year trophy for the Brooklyn Alumni Club softball team.

Photo by Scott Kuhl



Gamma Sigma alumni from the chapter's first six pledge classes got together November 25th in Rumson, New Jersey for dinner and drinks. From left to right (back row): Brian Reilly, Jeff Breen, Marc Andreo, Danny Burns and Mike Safara, kneeling. Front row: Tom Gambino and Frank Shipman. Also attending, but not in photo: Tom Laperuta and Gregg Taylor.

Photo by John Russo



Legacies! The Pittsburgh Alumni Club held its annual dinner dance on November 11th at Chartiers Country Club in Pittsburgh. Among the 120 attendees were four sets of fathers and sons who were brothers. Pictured above from left: Cal and Chris Shipley, Lefty and Damian Armenti, Tony and Carmen Williams, and Ron and Ron Repak.

Photo by Joe Stacy



The Chicago Alumni Club met for their annual Thanksgiving Eve Dinner.

SCHOLARSHIP

Joseph A. Barresi, Beta Xi 1961 (NJIT), has joined SiVal Advisors, effective April 2006, as a partner. In addition to nearly 10 years mergers and acquisitions experience, he has over twenty years of sales and marketing management experience for firms in high technology industries such as Semiconductors, Materials Manufacturing, Superconductors, and Display Technologies. His career also included an offshore assignment managing an operation in the United Kingdom for Raychem Corporation, a multi-national materials manufacturing firm. Joe holds a Bachelor of Science in Electrical Engineering from the New Jersey Institute of Technology, an M.S. in Electrical Engineering from Rutgers University, and an M.B.A. from Harvard University.

Chuck Martello, Epsilon 1959 (Buffalo), and his wife Nancy have four children and four grandchildren and reside in Pittsford, NY. He is a retired teacher/principal of 35 years. Presently he is adjunct professor at Nazareth College in Rochester, NY. He's a die-hard Bills fan and sings in a barbershop quartet and chorus. Loves to golf but admits to being not very good. Really loves being a grandpa.

Nate Bliss, Epsilon 1958 (Buffalo), was a member of the college football team, baseball team, and wrestling team. He's been married to his wife, Martha for 44 years. They have three sons and a daughter, and five grandchildren with one on the way. He is retired after working 32 years at General Motors and was a local and international officer of the UAW. He has been nominated and elected to the St. Joseph's Collegiate Sports Hall of Fame, the University of Buffalo Sports Hall of Fame and the Butler Mitchell Boys' Clubs Hall of Fame. He lives in Buffalo mid-May to early November and in Barefoot Bay, Florida the rest of the year.

Richard Mellick, Sr., Psi 1955 (Duquesne), writes that he is a really proud granddad. His grandson, Richard Mellick III, is a tailback and linebacker for an 8/9-year old team in Pittsburgh. Grandfather "Dickie Duke" has nicknamed his grandson "White Lightning" for his speed and ability to score touchdowns. Grandson Ricky also is an A student making grandpa even more proud.

Pete Iole, Psi 1949 (Duquesne), has authored a new book, "Passport To Growing Up." Pete took 11 years to earn

R.J. Hartman, Beta Xi (NJIT) 1993, led an expedition this past summer to the famed Italian luxury liner, *Andrea Doria*. The *Andrea Doria* sank 50 years



ago off the coast of Nantucket and now lies in over 250 feet of sea water and is considered the Mount Everest of Scuba Diving. The shipwreck has claimed the lives of 14 divers since her sinking. R.J. Hartman is the owner and operator of Treasure Cove Watersports, Inc. located in Westfield, N.J. R.J. Hartman is one of the premier diving instructors on the East Coast, and leads year-round expeditions to exotic dive destinations world-wide.

his bachelors and masters degrees, both in education. During those years, he sold sweepers, encyclopedias, served two years in the Army and taught English as a second language to Gulf Oil employees in Venezuela. He ended up teaching high school in Ohio and Pennsylvania plus teaching military dependents in Europe. His classroom experience spanned grades 5 through 12. Administratively he also served as a high school guidance counselor, and a principal in elementary and high school. After retiring, Pete wanted to put his 35 years of experience of dealing with children and raising four children and felt compelled to meet a need to revitalize basic family values through open dialogues with developing children. His new book helps foster dialogue between parents (and grandparents) and today's children. Pete and his wife Maria live in Mars, Pa.

Shaun R. Foote, Chi 1999 (Penn State University), opened Foote Capital Mortgage Company in July 2006. The mortgage brokerage is located in Carlisle, Pa.

Allen Cavalluzzi, Beta Beta 1982 (Manhattan College), is a partner in a NYC area electrical construction firm. He's married with a five-year-old son and one-year-old daughter living in Scarsdale, N.Y.

Ralph Raimond, Beta Eta 1947 (Brooklyn College) is moving to Athens, Ga. where he has been offered a teaching job.

Dr. Vincent Cotroneo, Epsilon 1941 (University of Buffalo), attended a WWII army reunion in September where he received a man of the year award. He is living in Buffalo and celebrated his 90th birthday in November.

Richard Zaloum, Delta 1955 (Polytechnic University), writes that he lost his wife Carol in 2004 but is still working. His seven grandchildren keep him busy.

Jim Malazita, Beta Delta 1977 (Temple), was a president of the chapter while an undergraduate but never graduated. He is happy to report that he is finally graduating LaSalle University (30 years late). He met some of the new undergrad brothers on campus while attending classes.

William Starita, Zeta 1988 (Rensselaer Polytechnic Institute), is working at Deutsche Bank in New York City.

David Alcaro, Lambda 1995 (University of Pennsylvania), is a commodities trader in New York City.

John Buscini, Beta Pi 1987 (St. John's), writes that he is blessed with two future APD men, sons John Anthony (6) and Matthew Anthony (1). John is an adjunct professor at St. John's University and living in Staten Island.

Nicholas Ferro, Beta Iota 1955 (Utica College), is a retired naval officer and foreign service officer living in Locust Grove, Va.

Matthew Kozsuch, Chi 1990 (Penn State), was married in June to Christine Barbush. The couple is expecting their first child in April 2007. They are living in Eagleville, Pa.

Michael Palermo, Beta Rho 1995 (Gannon), celebrated the birth of his first son, John Edward, on July 2, 2006. He recently joined Marsh as an environmental insurance broker.

Dominick Mele, M.D., Iota 1935 (Union College), was 92 in December. He lost his wife in 2002. He reports that he is living in a retirement home in Rexford, N.Y., but goes to Florida for four months every year where he still enjoys golfing, playing bridge and walking

Norman P. Castello, Zeta 1949 (Rensselaer Polytechnic Institute) is a retired widower with two children and six grandchildren. He is proud of his grandchildren and writes that two granddaughters are in grad school, one grandson is at

IN MEMORIAM

Syracuse University, two are in high school and one in elementary school.

Robert A. Scotti, DDS, *Beta Iota 1965 (Utica)*, worked as an orthodontist with three offices in the Scranton, Pa. area. He has recently retired and is enjoying his hobbies of fly-fishing and photography. He and his wife Marsh have two children, Michael, 26, and Brian, 32.

Anthony M. Giliberti, *Beta Pi 1987 (St. John's)*, owns a pest control company in Brooklyn. He and his wife Mary Rose have two children: Anthony, 6, and Dina, 2.

Rodolfo D. Cilento, *Beta Xi 1955 (NJIT)*, retired in 1993 from Bristol Myers Squibb. He moved to Sunset Beach, N.J. in 2002.

Benedict Ruggiero, *Delta 1961 (Brooklyn Poly)*, is still working for the U.S. Social Security Administration in New York. He has four grandchildren and his youngest daughter just got engaged in October.

Theodore Ansani, *Beta Mu 1958 (DePaul)*, is still practicing law part-time in Park Ridge, Ill. He enjoys spending time with his four children and 11 grandchildren as well as traveling to Mexico and Italy.

Joseph Randazzo, *Eta 1934 (City College)*, has retired as newsletter secretary for the Long Island Alumni Club (LIAC), a position he has held since 1972. After 35 years and at 92 years old, Joe wants to pass the torch on to younger brothers. He has been the glue for the LIAC and the longest continuously serving alumni officer in the fraternity. In addition to writing the LIAC Newsletter, Joe has been the proofreader for the Kleos since 1998 and was the calligrapher for national office for 13 years, producing shingles and charters.

Leonard R. Disla, *Beta Eta 1989*, was listed on the fraternity records as a "lost brother." He found his name on the missing list on the APD website and writes that he is alive and well in Westchester, N.Y. He works for Verizon and is currently studying for his clinical doctorate in physical therapy.

Daniel Trentacosta, *Beta Pi 1992 (St. John's)*, and his wife Laura welcomed their first child into the world on May 12, 2006—a son, Daniel Joseph.

Dhanraj "Danny" Persad, Jr., *Beta Eta 1990 (Brooklyn College)*, is proud to announce that he was a new father of a baby boy, Michael. Danny is living in Allentown, N.J.

John Palmieri, *Psi 1952 (Duquesne)*, passed away October 28, 2006. John was a practicing lawyer in Beaver County, Pa. and a long-time member of the Pittsburgh Alumni Club. John was 73 at his passing and was a veteran. In addition to his association with Alpha Phi Delta, John was a member of the Knights of Columbus, a loving husband to his wife Dorothy and a father of three, and a musician who loved to play the trombone and euphonium. After graduating from Duquesne University, he went to Georgetown Law Center. He was a practicing partner of Palmieri and Matvey, P.C., a former district attorney, in addition to serving on the Center School Board, many municipal boards and the Beaver County Cancer and Heart Association for 45 years.

John V. Petitti, *Beta Xi 1941 (NJIT)*, passed away in October at the age of 84 in Roswell, Ga. Born on a farm in Faeto, Italy, Brother Petitti moved with his parents and three brothers to the United States in 1929. Settling in New Jersey, he earned a bachelors degree in mechanical engineering from the Newark College of Engineering, now known as the New Jersey Institute of Technology. During World War II, he served proudly on the battlefields in Central Europe as a Staff Sergeant in the 9th Infantry Division, earning two Bronze Stars and several other honors. After returning from active service, he joined his father, and his brothers Nick and Vito to start a manufacturing business, West Side Screw Machine Products Company. They operated this family business together for over 50 years. During his college tenure, John was a proud member of the Alpha Phi Delta fraternity. Following graduation, he and six fellow fraternity brothers and their spouses formed a group called the Magnificent Seven. The group remained very close friends to the present day, and deserve special mention: Ann and Joe Messina, Pam and Joe Agnello, Madeline and Ames Giordano, Evelyn and Ralph Campanella, Gloria and Carl Pasquale and Dolores and Ollie D'Amato. He and Sylvia Annunziato married in 1948. Together with close family and friends, they celebrated 50 years of marriage in 1998. He is preceded in death by his beloved wife, who passed away in December 2000. John, although living in Georgia, remained a member of the North Jersey Alumni Club of Alpha Phi Delta.

Nicholas P. Farina, *Beta Iota 1948 (Utica)*, passed away at the age of 83 on May 12, 2006. A veteran of WWII, Nick served with the paratrooper unit of the 11th Airborne Division of the U.S. Army. He was recognized with the Distinguished Unit Badge, Purple Heart and a Victory Medal. He graduated summa com laude from Utica College in 1952 after pledging Alpha Phi Delta in 1948. He retired in 1978 and is survived by his wife of 58 years, Sadie.

Other deaths reported to *The Kleos*

Dr. Louis Celenza, *Eta (Brooklyn College)*, passed away April 2006. He was a professor of physics at Brooklyn College.

Neil M. Como, *Zeta 1950 (Rensselaer Polytechnic Institute)* passed away in Orlando, Fla.

Joseph L. Oppici, *Sigma 1940 (Boston University)*, passed away in July 2001.

Curtis Messinger, *Mu 1951 (Cornell)*, passed away December 2, 2004.

Carmen F. Capone, *Nu 1942 (University of Pittsburgh)*, December 4, 2004.

Alfred DeLucia, *Psi 1941 (Duquesne)*, February 14, 2003 in Canonsburg, Pa.

Richard Riccy, *Beta Omicron 1957 (Youngstown)*, August 19, 2004.

Ralph Chappano, *Beta Theta 1959 (Steubenville)* passed away in May.

Steve Aranson, *Mu 1969 (Cornell)*, died of a heart attack in Rochester, N.Y. on September 11, 2006.

Bill McGirr, *Mu 1959 (Cornell)*, died of complications following surgery on October 14, 2006. He was a past president of Mu chapter, and graduated from Harvard Law School after Cornell. Bill had lived in the Chicago area for 40+ years.

Jerry Zupp, *Beta Omicron 1953 (Youngstown)*, in September 2006.

Ed Bassetti, *Beta Delta 1961 (Temple)* passed away in November 2006. He was a member of the Delaware Valley Alumni Club.



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Convention Activities include: ■ Patio party Thursday on outside deck (weather permitting) ■ Golf Friday ■ Dinner Friday evening at Barley Creek Brewery including activities for all ages ■ Softball games Saturday for brothers and families ■ Alumnus jubilee luncheon for brothers having 50 or more years in the fraternity ■ Memorial service and mass honoring all brothers who have passed away in the past year ■ Grand awards banquet Saturday night ■ Hospitality room nightly **Activities in the Poconos include:** ■ Horseback Riding, white water rafting, mountain biking, golfing ■ Camelbeach Water Park ■ Shopping at the Crossings Premium Outlets (just minutes away), ■ NASCAR Pocono Raceways Pennsylvania 500 Nextel Race August 5th



Alpha Phi Delta Fraternity
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Struthers, OH 44471

Parents: While your son is in college, *The Kleos* is sent to his home address. If your son is no longer in college or living at home, please send his new address to the return address listed to the left. Alumni may do the same thing for change of address. **Or you may email address updates to updates@apdscholarship.org.**

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